

Message Text

PAGE 01 TOKYO 12914 160405Z

15

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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R 160313Z SEP 75
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO SECSTATE WASHDC 3292

UNCLAS TOKYO 12914

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: FEB NOISE AND VIBRATION SHOW

REF: USDOC 13601

1. METRA INSTRUMENTS/CHITOSE CORP; AGENT INTENDS TO PARTICIPATE SUBJECT SHOW AS MULTI-ACCOUNT REPRESENTING APPROXIMATELY TEN U.S. FIRMS INCLUDING METRA. WILL REPORT DETAILS WITHIN THIS MONTH.
2. EXACT ELECTRONICS/TOYO TRDING; DECISION TO BE MADE BEFORE SEPT 30.
3. AMERICAN OPTICAL JAPAN LTD INTERESTED, WILL DECIDE WITHIN THIS MONTH.
4. SYSTRON DONNER/MATSUSHITA ELECTRIC TRADING; AGENT BELIEVES SYSTRON'S PRODUCTS NOW HANDLED BY MATSUSHITA WILL NOT FIT SUBJECT SHOW THEME , WISHES TO KNOW WHAT PRODUCTS PRINCIPAL RECOMMENDS FOR DISPLAY. PLS ADVISE.
5. ENTRANCE DEVICES/SANKYO INTL; AGENT INTERESTED, WILL DISCUSS DIRECTLY WITH PRINCIPAL. DECISION DUE BY SEPT 30.
6. ZONIC TECHNICAL LABS/TOYO TRADING; TOYO TRADING PLANS INCLUDE ZONIC IN MULTI-ACCOUNT PARTICIPATION PREVIOUSLY REPORTED IN TOKYO 11249. DECISION DUE SEPT 30.
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PAGE 02 TOKYO 12914 160405Z

7. COMMENTS PARA TWO REFTEL NOTED. TC HAS BEEN MAKING MAJOR EFFORT ASSIST PROCUREMENT (RATHER THAN MERE-BACK UP) ALL EXHIBITIONS FOR SOME TIME NOW AND WILL CONTINUE TO DO SO. REQUEST OIM ASSIST TC EFFORTS BY PROVIDING LIST OF POTENTIAL EXHIBITORS

WHOSE JAPANESE REPRESENTATIVES WE CAN CONTACT AND ADDITIONAL
SUPPLY SOLICITATION MATERIALS ASAP. PLS ADVISE REASONS FOR
POTENTIAL EXHIBITORS RELUCTANCE TO PERMIT CONTACT WITH
JAPANESE AGENTS.
HODGSON

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<< END OF DOCUMENT >>

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Margaret P. Grafeld
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